6/24/95

R. J. REYNOLDS TOBACCO COMPANY

QUICK REFERENCE

QUESTIONS:

For questions regarding any Unsaleable Procedure, please contact the Returned Goods Accounting Department at **1-800-992-3284.**

PACKING AND RETURNING UNSALEABLE PRODUCT:

- Put loose packs in the original carton if available. If not, place in other previously used cartons or white repack cartons. Pack cartons in 12m repack cases. Cigarettes must be reported in packs.
- Do not tape packs or cartons together or use any filler material in return cases such as plastic, paper, adhesive tapes, etc. Remove all magnetic security devices from packs and cartons prior to shipment.
- Accumulate five or more cases before returning any product. If shipment is less than (5) cases, please use RPS.
- Prepare only one 8410 Form for each shipment. Be sure that R. J. Reynolds green shipping labels are affixed to all cases returned.
- Upon completion of the 8410, including signatures of RJR Sales Representative and the Direct Customer, mail as follows:

R.J. Reynolds Tobacco Company
ATTN: Returned Goods Accounting Department
P.O. Box 2934
Winston-Salem, NC 27102

- Ship using **CF MotorFreight,** or **Overnite** to the Product Recovery Operations, R.J. Reynolds Tobacco Company. Do not ship **FREIGHT PREPAID.** Call your local CF MotorFreight or Overnite office for additional bills of lading or to arrange for pickup. A CF representative can be contacted at 1-800-543-9942. An Overnite representative can be contacted at 1-800-544-3433. An RJR representative, Gary Parrish, can be reached at 910-741-1790.

REIMBURSEMENT - UNSALEABLE PRODUCT:

Unsaleables will be reimbursed based on the price in effect on the date the return was shipped.

Handling allowance will be based on a per-carton rate for Category 1 returns only.

	Category 1 (Per Carton)
Full Price	$0.60
Century Kings and 100 MM	$0.60
Branded Savings	$0.25
Best Value	$0.25
Private Labels (Forsyth Tobacco Products)	$0.00
Export 'A' 25's	$0.60

No handling allowance will be paid on Category II returns or Private Labels - (Forsyth Tobacco Products).

REMINDER: THE COUNT MADE IN WINSTON-SALEM ON THE RETURNED MERCHANDISE WILL BE THE ONLY COUNT USED TO CALCULATE REIMBURSEMENT.

CARTON ROTATION CODING

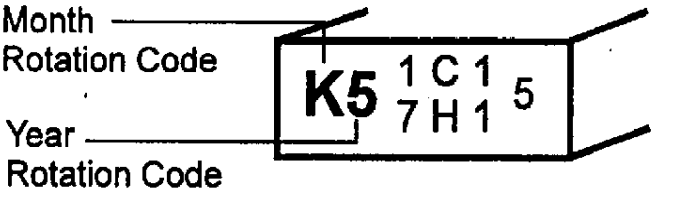
51843 9984

Source: https://www.industrydocuments.ucsf.edu/docs/kmvp0000

Both the Rotation Coding Guidelines and Shelf Life Policy must be used to determine if RJR products are unsaleable due to aging.

The designated shelf life in months should be added to the rotation code found on the end flap of RJR and Forsyth cartons to determine the month that the product should be withdrawn from sale because of age.

For example:



MONTH		YEAR
A= Jan	G= July	4= 1994
B= Feb	H= Aug	5= 1995
C= March	I= Sept	6= 1996
D= April	J= Oct	7= 1997
E= May	K= Nov	8= 1998
F= June	L= Dec	9= 1999

In the example above, the rotation code of K5 represents November, 1995. In accordance with the shelf life policy this product should be withdrawn from sale due to age as follows:

	Wholesale	Retail
Full Price	August, 1996	November, 1996
Savings	November, 1996	January, 1997
Forsyth Products	November, 1996	January, 1997

SHELF LIFE POLICY

	Public Warehouse	Wholesale	Retail
Full Price	9 months	10 months	12 months
Savings	11 months	12 months	14 months
Forsyth Products	11 months	12 months	14 months

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Source: https://www.industrydocuments.ucsf.edu/docs/kmvp0000